

Reminder -

All recordings and notes get posted on your private site

<https://quantumleapcrew.com/>

You have your own userid/pw for this

Grab any back ones you need as well

Action Plan

- DO IT

Visit FB Page daily - WEEKLY at a minimum

innercircleaccess.com - FB private page

New Training - <https://quantumleapproducts.com/videoblogging/>

PW - SUCCESS

Drew Hunthausen

— **20 calls and 20 emails daily rate - must follow up with a call**

(3) \$\$

- Church script - VM and Got on line

(2) \$\$\$\$\$

- Corporation script - Retreat

- NEED A REFERRAL - Who else do you know?

- Media script - VM and talking - PDF 1 page

(1) \$\$\$

- College - University of Notre Dame - (August speakers) September
- end of year

— — — Cash flow - market do I want to serve

- Email kit ready - link to his SPEAKER PAGE site - link to speaker

reel - link

Speaker page link -
Link speaker reel -

> Speaking gig - Corporate Retreat
How did it go - did they like the exercise I recommended?

Did you get us logo of their company for your website? - waiting for

Did you get a testimonial? - send to us

- coaching on the follow up calls with the church's and perspective clients after the speaker sheets have gone out.

- I know you have some examples on the module, thinking going over it again on the call today briefly would help a lot.

1. You must build a script 1 for when you get them - 2 for leaving VM

- it's the only way to ensure you get the message to them

If not as much as you expected, why?
need better follow up schedule with Church's.

Church -
Sent postcard -

VM -
Drew message about...

Drew will be in your area.... Drew lives in the area and is looking to support local churches like yourself. He has recently spoken at

Refuge, and Grace Lutheran and would like to share his message with your audience

--- Please call me back at - cell # - we look forward to hearing from you.

Pick up -
same intro

... are you the right person to ask.

Is there voice mail - Chelsea calling about a great learning opportunity for your congregation. Call me back at

— right person to ask

No I didn't - we will send another, let me tell you what is about

VM spiel -

Do you have any upcoming opportunities where Drew could speak to your congregation or conference.

How much does Drew Charge?

- The rates vary, what is in your budget right now... \$500

No budget - is there any way you could come up with a nominal stipend to help cover travel expenses and a small fee. Is there another area you could get funding from.

Determine if it's worth your time.

Is there any other connections you have within the church where Drew could speak. ie. Any upcoming conventions or conferences that might have a budget?

— — — —

Corporate retreat - is there another department or line item you could allocate the funds from.

Education - blown the budget - Training - Learning Materials -

No - when does your next budget renew and is it possible to get Drew booked in advance for that session.

Google - churches in California

Google - TV stations in California

speakerhub.com -

— — — —

What do you want to accomplish this upcoming month

Follow up with the church's I've already sent to and keep sending to additional ones. Get some media exposure from triathlons and races.

Church speaking opps fees vary. Hoping greater media exposure brings win more bookings leading to revenue.

What specific things do you need help or guidance with to achieve what you wish to accomplish

Go over again process for medi. going to be mostly on site interviews for triathlons, but could also get interviews with media leading up to them. thoughts and advice revisited.

On site interviews - these are easy they will generally ask you 3 questions;

Media interviews is where you get to position yourself as a leader

Have them introduce you as:

Drew Hunthausen, The No Excuses Blind Guy Motivational Speaker and Author joins us today to talk about...

Formula...

<https://quantumleapcrew.com/member/wp-content/uploads/2017/05/TracyRepchukmediamothersday.pdf>

<https://quantumleaproducts.com/guides/tvchecklist.pdf>

<http://messagetomillionsmastermind.com/PDF/m2m8gettingontv.pdf>

Connect to a timely event by using the calendar and connect to the area if you can.

9. Craft your pitch/script for the phone - 30 seconds

You aren't there to sell you - you are there to sell the story and you have under 30 seconds.

a. Make it a hooky title

Could Facebook Kill Your Kids?

b. Make it simple to understand like a 3-5 step formula

ie. SAFE FORMULA

Secure Your Data

Ask Questions

Fans aren't always Friends

Educate them on the issues

(see below for my script example)

c. Include testimonials, case studies or supporting evidence for your story

10. Have Your Image Ready

- What will you wear - make sure it is bright so you stand out on screen
- Make sure your hair is cut and colored and at all times so that on a moment's notice you could go for it

(c) Tracy Repchuk and InnerSurf International Inc.

- Smile when you call them, and when you're on TV a LOT and BIG
- Have a great picture for your segment proposal

Hi is (NAME - if you have it on your list) there?

or

Is a producer or someone who books segments and guests available?
(they will often say you can tell me, or get you someone)

MEDIA ONLY

Hey (NAME)

My name is Chelsea -

and I'm calling on behalf of Drew Hunthausen, The No Excuses Blind Guy Motivational Speaker and Author

and I've got a timely segment from Drew

(1) Drew is doing a local event - chance for an in studio or on location interview as he has a great message for your audience about blah and the local event for (name of event)

(2) segment connect to a holiday

"Social Media Safety for Kids"

"Is Social Media Putting Your Child At Risk this ___connect to holiday/ event/occasion"

There are over 1 billion users on Facebook, and 43% of teens have reported an incident of cyberbullying and cyberstalking, and with over 1 million kids affected last year alone, and only 7% of parents are

aware or concerned, it is putting our children at risk, so I created the SAFE formula

to help parents know the Social Media pitfalls to avoid and it stands for...

Secure Your Date

Ask Important Questions

Fans aren't always friends

Educate them on the issues

Is this something your audience could benefit from knowing.

The hard part is getting them on the phone.

Many times you won't get them on the phone, but someone may tell you to email it in - then do that. They do monitor everything especially if you have a strong headline.

Email to them and then call in a couple of days to see if they got it

If they really want it, they will call you back quickly.

Mary Stevenson

Action Plan - Get this to Tracy by Friday

- Packages
- FAQ videos - 3 more titles
- 5 Policy and procedures - your company will abide by
- Send me the top 5 questions you get
- Step 2- Do the videos and upload to YT - watch new training

New Training - <https://quantumleaproducts.com/videoblogging/>
PW - SUCCESS

Longer term - life is like an onion

You need to commit to these:

- Prepayment for all jobs
- Contracts in place for ALL packages
-

Tell me when all 5 videos will be shot for the FAQs - it will take under an hour

FB Lives - Establish a pattern - arrange with Eric - make this habit

- Habits and routines around the business -

- Time scheduling
- 7:00am-7:30 spiritual practice
- 7:30am - 8:00am Morning Training - M2M - go and listen to a lecture
- 6 lectures a day - unleveling my skills

Success Rituals <http://quantumleaproducts.com/successrituals>
PW SUCCESS

Chelsea -

6:30 - 7:30am CALL MEDIA

8:00-10:00 - research for companies to call -

10:30-12:00 - call out

FAQs -

1. Put on your site

2. Have on your YouTube - leverage SEO cycle

1 - How do you do remote healing?

- heart

CTA - This is why I don't have to be with you and your pet and I can heal and actually get you a full report of the results. If this is something you are interested in - give me a call at - to find out more.

2 - How do I know my pet isn't well?

-

CTA - If you feel like your pet isn't their usual self, feel free to call me and find out more about what I can do for you and your pet. Phone#

3 -

New Training - <https://quantumleapproducts.com/videoblogging/>

PW - SUCCESS

Domain name -

What do you want to accomplish this upcoming month

- Finalize my people packages (for now anyway), get them up on my website to make it concrete and sell some. Get myself booked into more speaking gigs in the near future (have one coming up in Feb). Work consistently on my speeches and continue to write my new book (Confessions of an Animal Communicator).

Get a flyer/advertisement together for a course I will offer online.

Based on last month Alumni action planning - what did you accomplish?

I have gotten a lot more requests for distant healing sessions as I had wanted to. I am still working through the list.

I did a FB Live for the speaking gig I have on Feb 21st. This sparked me up to finally do my own. I am checking to see when Eric can be the one filming me as I think that might be easier for the first one for 'Confessions of an Animal Communicator'. The response I got from the FB Live made me realize how this is what I need to do for my business to get more people engaged and interested in what I do.

What do you want to accomplish this upcoming month

- > I will get my list of company policies drafted and in to you.
- > FAQs - I will start to create some short videos to put onto my website as well.

What specific things do you need help or guidance with to achieve what you wish to accomplish

- > Focus

Action:

Year End Planning - financial plan - ROI - \$25,000

- how many units would you need sell - Goal - Plan - How
\$2000 per month - \$2000 per month

Decision Making Chart - Contribute/Contaminate

- not business related

Flyer - well crafted - services \$597 - 3 pack reading program

Precious Wilson

Find 10 Low Hanging Fruit

- comfort zone activities
 - ADDED issue - of perfectionism

SELLING - SPEED UP

DELIVER in abundance, high quality program -

HAPPEN - 10 people who are paying you to build it

NOT DOING ANYTHING UNTIL YOU SOLD IT

Module 5 - SELLING to provide a SERVICE

SERVICE - can't deliver

360 Viewpoint -

> GUIDE = TALK = PROGRAM = BOOK

> Testimonial

- book chapter interview

Next time -

- FB - 350 VT
- FB Personal -
- FB Fan - i wish i was you -

I help Helping Aspiring Singers

to create a Path to your success in the music industry
so benefit 1 ben 2 ben 3

so you can reach your full potential
book bigger and better stages and
finally start to profit from your passion

by creating a Path to your success in the music industry,

so you can reach your full potential, stage performance,
and finally start to profit from your passion

Helping Aspiring Singers to rise into their Passion, Power
and Purpose, by creating a Path to your success in the
music industry, so you can reach your full potential for your
voice, stage performance, and finally start to profit from
your passion